WELCOME

STOC IPT

27 November 2001
0800-1000

Agenda

- **Introduction**
- **Mission for IPT**
- **STOC Team Introduction**
  - New Contracting Officer
- **PM-STI roles**
- **Current Events**
  - STOC User's Guide
  - Frequently Asked Questions
  - STRICOM Business Opportunities Module (STRIBOM)
- **STRIBOM Demonstration**
- **Partnering for Success**
- **Identification of Current Issues**
- **Closing**

STOC IPT Mission

- Collectively review and improve current STOC process
- Identify areas of concern
- Identify/develop solutions
- Implement best practices to ensure only the best in Simulation, Training and Instrumentation is fielded to the warfighter

Working together to provide an integrated solution

STOC Team

- Contracting Officer - Ms. Judi Willis
  - judi_willis@stricom.army.mil
- Contract Specialist - Ms. Melissa Santarsiero
  - melissa_santarsiero@stricom.army.mil
- Ombudsman - Ms. Leah Treppel
  - ombudsman@stricom.army.mil
- PM-STI Project Director - Mr. Gene Haga
  - gene_haga@stricom.army.mil
- STOC Chief Legal Counsel - Mr. Harlan Gottlieb
  - harlan_gottlieb@stricom.army.mil
- DCMA Program Integrator - MAJ Cynthia Sherman
  - cynthia_sherman@stricom.army.mil

PM-STI Roles

- Entry point for the command for external customer
  - serves as the STRICOM point of contact for mission development
  - two methods of contacting PM-STI
    - Phone: (407) 384-3773
    - Email: stoc@stricom.army.mil
- Initial STRICOM Omnibus Contract (STOC) point of contact for the command
- Coordinate actions with the Principal Deputy for Acquisition

PM-STI Roles

- Maintain liaison with customers to encourage close cooperation with the command
- Develop, coordinate and execute Memorandums of Agreement with customers in coordination with the Command Analysis Program Office
- Serve as the initial product development team until such time as the correct STRICOM organization is identified as the lead

Current Events

- STOC User's Guide
  - New revision released following I/ITSEC
  - New process chart
- Frequently Asked Questions
  - Posted to the STRIBOM
- STRICOM Business Opportunities Module
  - Fielded early December 01
  - Electronic submission of proposals
    - Successful testing complete
    - Training will be provided to Industry members

STRIBOM

Business Opportunities Module Demonstration

Partnering

Partnering For Success

STOC IPT

A Blueprint for Promoting
STRICOM-Industry
Communication & Teamwork

- Harlan Gottlieb, STRICOM
Partnering Champion

The Goal

Maximize use of the STRICOM Omnibus Contract (STOC) as <u>THE</u> Vehicle for Live, Virtual, Constructive and Test Instrumentation Contracting while Addressing Industry and Government Concerns in a Proactive Manner

Top 5 Critical Issues

1. Insufficient communication between Government and Industry in regards to advanced notification of upcoming requirements, use of STOC website, and opportunity postings

2. Appearance of conducting competitive procurements while the surrounding facts imply sole source

3. Disproportionate opportunities across each domain/ disproportionate distribution of awards among contractors

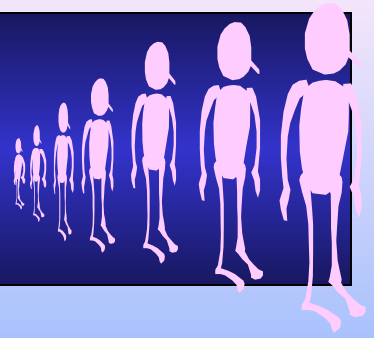
4. The “you kill it, you eat it” issue - no guarantee of work brought in

5. Consistency/ commonality of the competitive process

Remaining 15 Critical Issues

6. Proposal preparation and response times/ Proposal evaluation criteria
7. Future of the STOC knowledge portal & timeliness of posting data
8. The structure of the contractual process is too complex- seems to favor those with pockets
9. “Winner take all” approach to awards fails to leverage niche technologies and core competencies
10. Need for all PMs to conduct Industry Days conferences
11. Clearer understanding of set-aside programs/procedures
12. Need for current and complete procurement plans in the test-instrumentation are
13. Sole source award cycle - Length of time to award
14. STOC awards heavily favor contractors in the Orlando area
15. Conflict of interest between STOC and other contracting vehicles at STRICOM
16. Lack of Advanced Distributed Learning opportunities for large businesses
17. Conflict of interest between STOC and internal contractors supporting STRICOM
18. Contract type determination (based on nature of requirement)
19. Clearer understanding of the Alpha Contracting process
20. The effects of the September 11th events on STOC

Partnering

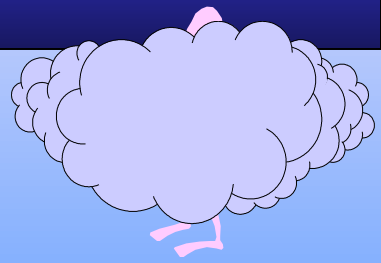


- WHAT: Program Management Tool used to obtain a mutual understanding of goals, improve communication and develop action plans to address critical issues.
- HOW: Use of AMC Partnering for Success Program
- WHO: Government and Industry IPT Members

What Partnering Is:

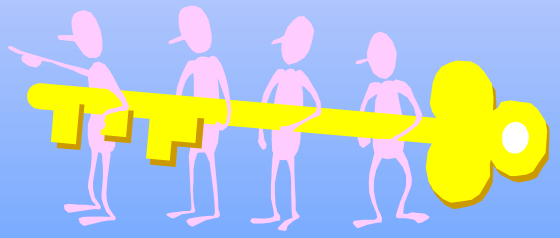
- An effective program management tool to develop solid solutions to critical STOC issues;
- A mutual commitment by the parties to facilitate improved contract award procedures through enhanced communications;
- Where the parties form a relationship based upon teamwork, cooperation, and a shared vision for success;
- Focused on accomplishing common goals and objectives.

Partnering Is NOT:



- Mandatory
- A panacea
- A one-way street
- Successful without total commitment
- A waiver of statutory or regulatory rights
- Inconsistent with any acquisition-related statute or regulation
- Contrary to the government's or contractor's business interests

Elements of Partnering



- Preparation
- Commitment
- Inclusion of Appropriate Parties
- Clear Definition of Roles
- Use of the Partnering Tools
- Reinforcement and Follow-up

AMC Model Partnering Process

Step 1: Getting Started

Step 2: Communicating with Industry

Step 3: The Workshop

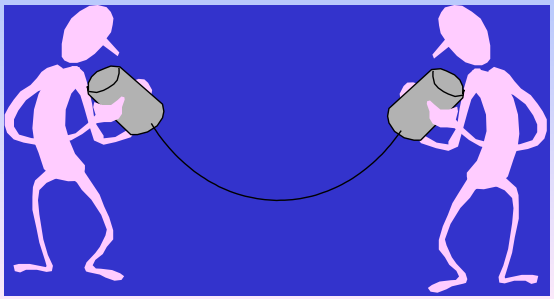
Step 4: Making It Happen

Step No. 1
Getting Started

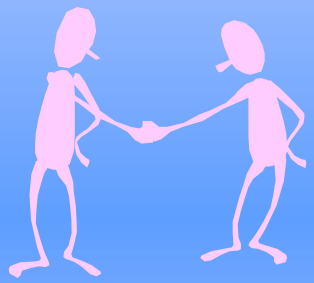
- Making the Commitment
  - Program Stakeholders
  - Empowerment of Participants
  - Designation of “Champions”

Step No. 2
Communicating With Industry

- Extending the invitation to Partner
- Securing a Mutual Agreement to Partner



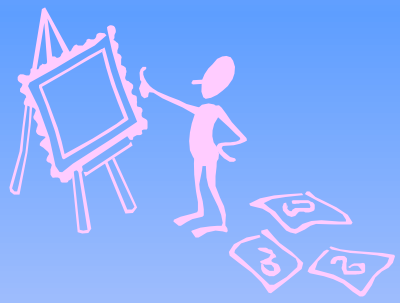
Step No. 3
Conducting the Workshop



- Preparing for the Workshop
  - Selecting the Participants
  - Hiring the Facilitator
  - Identifying Critical Issues
  - Choosing a Workshop Site
  - Coordinating with the Facilitator

Step No. 3 (cont.)
Conducting the Workshop

- Conducting the Workshop
  - Team-building
  - Roles & Responsibilities
  - Critical Issues
    - "Rocks in the Road"
    - Action Plans
    - Tactical Implementation Plan (TIP)
  - Measuring Success



Step No. 4
Making It Happen

- Two Day Workshop
  - 22-23 Jan 02
  - Orlando, FL
- Identification of Critical Issues
- Development of Action Plans
- TIP and Monthly Conference Calls
- Continuous Communication
- Periodic Reviews

Partnering

QUESTIONS